

Message Text

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P R 110725Z APR 75

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC PRIORITY 8055

INFO AMCONSUL BOMBAY

AMCONSUL CALCUTTA

AMCONSUL MADRAS

UNCLAS NEW DELHI 4874

E.O. 11652: N/A

TAGS: BEXP IN

SUBJECT: FY75 COUNTRY COMMERCIAL PROGRAM: PROGRESS REPORTS

REF: A) NEW DELHI A-418 (11/4/74)

B) STATE 280182 (12/24/74)

C) STATE 072099

1. THE FOLLOWING IS THE THIRD QUARTER PROGRESS
REPORT ON IMPLEMENTATION OF THE FY 75 CCP. COMMENTS
ARE KEYED TO THE CAMPAIGN WORKSHEETS IN
THE ORIGINAL CCP DOCUMENT AND TO THE ADDITIONAL
CAMPAIGNS NOTED IN REF A:

PROJECT NOS. 1 AND 5

OBJECTIVES: FIVE OF THE 11 FIRMS REPRESENTED ON THE
MISSIONS HAVE RESPONDED TO OUR FOLLOW-UP
LETTERS. ALL ARE NEGOTIATING SALES/AGENCY/JOINT
VENTURE PROPOSALS WITH INDIAN FIRMS AND GOVERNMENT
AGENCIES.. WE WOULD APPRECIATE RECEIVING FROM
COMMERCE AN ESTIMATE OF NEAR-TERM SALES FOR THE MISSION.

ACTIVITIES: ITEM 6- MARKET SURVEY ON OILFIELD MACHINERY
WILL BE COMPLETED BY JULY 1975.

PROJECT NO. 2

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ACTIVITIES: ITEM 1 - MARKET SURVEY ON COMPUTER
PERIPHERALS WILL BE COMPLETED BY AUGUST 1975.

PROJECT NO. 3

ACTIVITIES: TRADE MISSION HAS NOW BEEN INCLUDED
IN THE FY 1977 CCP.

PROJECT NO. 4

MEMBERS OF THE SHIPBUILDING AND PORT MAINTENANCE
EQUIPMENT MISSION WHICH WILL VISIT IRAN AND PAKISTAN
IN APRIL HAVE BEEN INVITED TO VISIT INDIA ON AN INDIVIDUAL
BASIS AT THE CONCLUSION OF THE MISSION. A CABLE
SUPPLEMENTING THE INFORMATION CONTAINED IN OUR MARKET RESEARCH
REPORT HAS BEEN SENT TO USDOC. DEPENDING ON THE RESPONSE
OF THE PARTICIPANTS FIRMS, WE WILL SCHEDULE
APPROPRIATE ACTIVITIES. PROSPECTS OF INDIAN PURCHASE
MISSION TO THE US IN FY 75 ARE DIM BECAUSE FOREIGN
EXCHANGE SHORTAGE HAS FORCED POSTPONEMENT OF SEVERAL PORT
DEVELOPMENT PROJECTS ORIGINALLY PROVIDED FOR IN THE FIFTH
FIVE YEAR PLAN.

PROJECT NO. 6

MARKET SURVEY WILL BE POUCHED APRIL 17. POST HAS
SUGGESTED CATALOG SHOW PROMOTION IN FY 1976. A PROMISING
INVESTMENT OPPORTUNITY IN ELECTRO-MEDICAL
INSTRUMENTATION WILL BE POUCHED IN EARLY MAY.

PROJECT NO. 7

FOLLOWING IS STATUS OF THE REMAINING MARKET RESEARCH
STUDIES ASSIGNED TO THE POST IN 1975.

1. PUMPS, VALVES AND COMPRESSORS - WILL BE POUCHED
APRIL 30.

2. PACKAGING MACHINERY AND INDUSTRIAL PROCESS
CONTROL INSTRUMENTATION - WILL BE POUCHED APRIL 30.
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3. HOTEL INDUSTRY EQUIPMENT - WILL BE COMPLETED
BY JUNE 15.

4. CHEMICAL PLANT EQUIPMENT RESEARCH WILL START
SHORTLY AND STUDY WILL BE SUBMITTED BY AUGUST 1975.

5. MACHINERY FOR THE PULP AND PAPER INDUSTRY - RESEARCH

HAS COMMENCED AND STUDY WILL BE SUBMITTED BY
JUNE 30, 1975.

ADDITIONAL PROJECTS LISTED IN NEW DELHI A-418.

A) LINKED SALES PROJECT - REPRESENTATIVES OF THREE OF
THE FIRMS CONTACTED DURING THE AUGUST 1974 VISIT OF
THE ECONOMIC COUNSELOR AND THE COMMERCIAL ATTACHE TO THE
US HAVE SENT REPRESENTATIVES TO INDIA TO EXPLORE
PURCHASE AND SALES POSSIBILITIES. ONE LINK TRANSACTION,
INVOLVING CATERPILLAR EARTHMOVING EQUIPMENT VALUED AT DOLS 5
MILLION WHICH WAS EXCHANGED FOR A VARIETY OF INDIAN
EXPORTS, HAS BEEN CONCLUDED. THE EMBASSY WAS INSTRUMENTAL IN
INTRODUCING THE PARTIES TO THIS TRANSACTION.

B) KUDREMUH IRON ORE PROJECT - A CLASSIFIED PROGRESS
REPORT WILL BE SUBOITTED SHORTLY. THE OBJECTIVES OF
THIS CAMPAIGN HAVE BEEN LARLELY ACHIEVED AND POST
PROMOTIONAL ACTIVITIES IN THE FUTURE WILL BE LIMITED
TO TRADE OPPORTUNITY REPORTING ON
SPECIFIC SUB-PROJECTS UNDER THE OVERALL KUDREMUH PROGRAM.SAXBE

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